

# **Association Management** **1983** **ARTICLE** **INDEX**

ASSOCIATION MANAGEMENT presents this index of articles published in 1983 for your year-round reference. The pages are edged in black so you can quickly find the index in this issue, and the articles are cross-referenced by subject, by title, and by author. You can obtain reprints of any article from ASAE's Information Central.

## **SUBJECT INDEX**

### **ASAE ACTIVITIES**

Art Buchwald Highlights Recognition Luncheon, May, page 104.  
 ASAE's Exhibit Hall Has It All, November, page 71.  
 ASAE's Spring Convention Connects 2,458 People, May, page 92.  
 ASAE Spring Convention Exhibitors' Listing, March, page 119.  
 "ASAE Is Ready to Fly:" An Interview With New ASAE Chairman of the Board John N. Bailey, CAE, Margo Vanover Porter, October, page 75.  
 Connecting People: ASAE's Spring Convention & Exposition, Sandra R. Sabo, January, page 60.

Executives Choose From Record Number of Educational Sessions, May, page 107.  
 43 Educational Sessions Spur Search for Excellence, November, page 80.  
 Golf, Video Games, Sandcastles Entice Executives Into Exhibit Hall, May, page 100.  
 Issues Management Gives Punch to Political Advocacy, Jerald A. Jacobs, November, page 119.  
 1983 ASAE Annual Meeting Exhibitors' Listing, September, page 157.  
 1982 Article Index, January, page 83.  
 Opening Session Explores Association's Future Role, May, page 96.  
 Opening Session Features Virtuoso Performances, November, page 68.  
 Professional Societies Earn High Marks From Members, Eric C. Johnson, December, page 135.  
 San Francisco Show Captures 4,283 Hearts, November, page 64.  
 Search for Excellence in San Francisco, Sandra R. Sabo, July, page 93.

**Second General Session Sparks Communication Debate**, May, page 98.  
**Social Events Feature High Art, Down-Home Music**, May, page 102.  
**Sports, Spirits, Tours Tantalize Executives**, November, page 75.

## ASSOCIATION EXECUTIVES

**Are You a Risk Taker?**, Jonathan Walters, November, page 48.  
**"Being Fired Is No Big Thing,"** Peter Becker, April, page 86.  
**Competition Makes a Comeback**, William Friend, September, page 97.  
**Executive Spouses Examine Association Life**, Samuel B. Shapiro, CAE, February, page 79.  
**How Do You Perceive Time?**, William Hoffer, January, page 57.  
**How Your Association Can Help With Your Personal Financial Planning**, Richard D. Rooney, October, page 91.  
**Is a Sabbatical for You?**, Hugh B. Vickery III, February, page 55.  
**Is Being Fired Such a Tragedy?**, Hugh B. Vickery III, September, page 71.  
**"It Was the Worst Mistake I Ever Made,"** June Stafford and Hugh B. Vickery III, July, page 61.  
**Key Award Winners Look to the Future**, Jonathan Walters, August, page 53.  
**1982 Key Award Winners: They Thrive on Challenge**, Jonathan Walters, January, page 43.  
**Personal Evaluation Can Lead to Management Success**, Margaret "Judy" Glos, CAE, September, page 151.  
**Personal Packaging: A Guide to the New Image Makers**, William Friend, April, page 77.  
**Selling Your Ideas to Different People**, Anthony J. Alessandra and Jim Cathcart, September, page 109.  
**"Success Is Never Neutral," An Interview With Psychologist Marilyn Machlowitz**, Hugh B. Vickery III, November, page 53.  
**Swimming Helps Solve Executive Problems**, Roger S. Smith, July, page 113.  
**Turning Thumbs Down on Retirement**, William Friend, June, page 69.  
**What Makes Top Executives Tick?**, December, page 123.  
**When Should an Association Executive Defer Compensation?**, George D. Webster, March, page 39.  
**Women Move Into Executive Slots But Salaries Lag Behind**, Sue C. Priestland, August, page 65.

## ASSOCIATION MANAGEMENT

**Association Merger Takes More Than Good Intentions and the Promise of Benefits**, An, Hugh B. Vickery III, January, page 37.  
**Association Recovery: Retracing the Steps**, An, David L. McMullen, CAE, September, page 103.  
**Can an Association Uphold a Code of Ethics in the Eighties?**, Jonathan Walters, October, page 62.  
**Changing With the Times**, Hugh B. Vickery III, August, page 61.  
**Convention Bureaus Favor Cooperation Over Competition**, Sandra R. Sabo, October, page 81.  
**Enlightened Self-Interest Pays Off**, Hugh B. Vickery III, October, page 69.  
**Guiding Your Association Through a Merger**, George D. Webster, January, page 27.  
**Have Associations Sold the Long Term Short?**, William Friend, November, page 59.  
**How to Prevent Fraud in a Small Association**, Robert N. Gray, September, page 127.

**Keep Your Finger on Your Association's Pulse: Conduct an Attitude Audit**, William Dalton, CAE, March, page 103.  
**Should You Launch a Satellite Office?**, Hugh B. Vickery III, May, page 77.  
**Speaking Out on Association Issues: Whose Role Is It?**, Jonathan Walters, March, page 53.  
**What Would You Do: Promote From Within or Hire From the Outside?**, O. Gordon Banks, CAE, August, page 79.  
**Work/Learn Program Improves Image of Business**, Andrew G. Sharkey III, July, page 89.  
**Why the Balance of Power in Associations Is Changing**, Thomas A. Shannon, September, page 121.

## COMMUNICATION AND PUBLIC RELATIONS

**Association Publications: Are They Muzzled by Management?**, Robert Amos Bassi, July, page 69.  
**Associations Try Teleconferencing**, Paul E. Gillette, October, page 95.  
**Beyond the Typewriter: How to Develop a News Release**, Linda Ray Cochran, March, page 97.  
**Controlling an Audiovisual Production from Concept to Contract**, Betty Cox and Christine A. Radiske, July, page 105.  
**Films Can Project Your Association's Image**, James B. DeWitt, March, page 85.  
**It's the Press. There's a Crisis. What Now?**, Hugh B. Vickery III, March, page 46.  
**Let's Clear the Air About Public Service Announcements**, Jack McGuire, December, page 143.  
**Party Line Returns**, The, Tom Jenkins, February, page 87.  
**Rain, Sleet, Hail Cannot Stop Electronic Mail**, Thomas B. Cross, November, page 123.  
**Should You Try Book Publishing?**, John J. McKeon, July, page 77.  
**Speaking Out on Association Issues: Whose Role Is It?**, Jonathan Walters, March, page 53.  
**Spreading the News by Film**, Betty Cox and Christine A. Radiske, December, page 141.  
**There's More Than One Way to Use Slides**, William D. Brouse, CAE, February, page 160.  
**What We Should Have Said Was . . .**, Mark S. Bacon, March, page 61.  
**"You're On The Air,"** William Hoffer, September, page 91.

## DIRECTORIES

**ASAE Spring Convention Exhibitors' Listing**, March, page 119.  
**1983 ASAE Annual Meeting Exhibitors' Listing**, September, page 157.  
**1982 Article Index**, January, page 83.

## FINANCIAL

**Automatic Transfer Avoids Idle Funds**, Robert Brandenburg, November, page 152.  
**Cutting the Cost of Employee Benefits**, Stephen M. Morris, June, page 75.  
**Devising a Safe Investment System That Beats Inflation**, Ronald A. Allen, CAE, August, page 89.  
**Endorse a Product and Get a Discount**, Donald E. Krist, CAE, August, page 112.  
**Financial Independence in the Future Takes Planning Today**, Kenneth R. Rouse, February, page 61.  
**Help Employees Save With a Cash Deferred Plan**, Keith Swenson, August, page 74.  
**How We Got Out of Debt**, Ann M. Walk, June, page 95.  
**How Your Association Can Help With Your Personal Financial Planning**, Richard D. Rooney, October, page 91.

**Low-Cost Marketing Techniques Can Result in High-Volume Sales**, Fay Lebowitz, August, page 87.  
**Making Investments Work for Your Association**, Robert S. Hanes, CAE, May, page 137.  
**Recording Dues Income on an Interim Basis**, Ronald R. Kovener, CAE, March, page 81.  
**Supplement Your Fund Raising With a Direct Mail Campaign**, James G. Aldige III, June, page 91.  
**Take a Cost-Effectiveness Inventory of Your Association**, William A. Harper, CAE, May, page 153.

## FROM WHERE I SIT

**Are You Ready for Tomorrow?**, John N. Bailey, CAE, November, page 129.  
**Beware the Lock-Out Syndrome**, Robert H. Steel, CAE, June, page 101.  
**"Don't Get Complacent . . ." and Other Management Maxims**, William D. Brouse, CAE, August, page 95.  
**"I Dare You to Seek Greatness,"** Kinsey B. Green, CAE, February, page 131.  
**Personal Evaluation Can Lead to Management Success**, Margaret "Judy" Glos, CAE, September, page 151.  
**Practice What You Preach**, Mike Welch, March, page 111.  
**Ten Ways to Ensure Planning Failure**, Henry Ernstthal, CAE, December, page 153.

## FUTURE TRENDS

**Environmental Scanning Detects Signals of Change**, William L. Renfro, November, page 140.  
**Financial Independence in the Future Takes Planning Today**, Kenneth R. Rouse, February, page 61.  
**Flood of Immigrants Causes National Dilemma**, Edith Weiner and Arnold Brown, April, page 107.  
**Future Holds Fresh Challenges, Many Choices**, Kinsey B. Green, CAE, September, page 223.  
**How Will You Cope With the Workers of the 80s?**, James S. Packer, CAE, July, page 126.  
**Living in the Shadow of the Baby Boom**, Edith Weiner and Arnold Brown, March, page 165.  
**Minorities to Assume Political, Social, Economic Clout**, Edith Weiner and Arnold Brown, February, page 148.  
**1950s Baby Boom Echoes in the 1980s**, Edith Weiner and Arnold Brown, May, page 171.  
**Older Generation Adopts New Lifestyle**, Edith Weiner and Arnold Brown, January, page 105.  
**Team Up to Manage Change**, Robert F. Smith and Kerry Tucker, September, page 131.

## GOVERNMENT RELATIONS

**Associations Carve a Key Niche in Export Expansion**, Richard L. Barovick, April, page 69.  
**Battle Won in Washington Saves the Savings Industry**, A. William B. O'Connell, December, page 128.  
**Communicating the Word According to Reagan, An Interview With Mary Jo Jacobi, Special Assistant to the President for Public Liaison**, Jonathan Walters, September, page 85.  
**Government Relations, California Style**, Henry M. Shine, Jr., February, page 75.  
**IRS: Benevolent Guide or Antagonist?**, The, Jonathan Walters, May, page 85.  
**Issues Management Gives Punch to Political Advocacy**, Jerald A. Jacobs, November, page 119.  
**"Ladies and Gentlemen . . . The President of the United States,"** Hugh B. Vickery III, April, page 63.  
**Multiply Your Clout With a Grassroots Lobbying Network**, Jonathan Walters, April, page 56.  
**Ohio Realtors® Spell Success: C-O-A-L-I-T-I-O-N**, Almon R. Smith, CAE, July, page 85.

**PACS: Do They Buy Votes or Support A Point of View?**, Jonathan Walters, July, page 51.

**Trade Legislation: Issues the 98th Congress Will Examine**, Harry W. Buzzard, Jr., and Lauren R. Howard, April, page 75.

## HOW TO BUY

**How to Buy . . . A Dental Insurance Policy**, October, page 111.  
**How to Buy . . . A Pre- or Post-Convention Tour for Your Members**, August, page 102.  
**How to Buy . . . A Word Processing System**, Therese A. Monaghan, February, page 142.  
**How to Buy . . . Cassette Recording Services**, December, page 160.  
**How to Buy . . . Express Package-Delivery Services**, January, page 101.  
**How to Buy . . . Ground-Freight Shipping Services**, Robert L. Guillen, November, page 135.  
**How to Buy . . . Professional Liability Insurance For Your Members**, Diana S. Piersanti, May, page 165.  
**How to Buy . . . Music to Swing Your Convention**, June, page 109.  
**How to Buy . . . Security for Your Exposition**, September, page 215.  
**How to Buy . . . Stationery for Your Office**, March, page 161.  
**How to Buy . . . The Services of a Meeting Management Consultant**, July, page 121.  
**How to Buy . . . The Services of an Independent Auditor**, April, page 104.

## IDEAS YOU CAN USE

**Answering Exhibitors' Questions Before They're Asked**, Wayne H. Gross, December, page 170.  
**Ask Members to Review Technical Publications**, Barbara J. Fatkin, May, page 180.  
**Automatic Transfer Avoids Idle Funds**, Robert Brandenburg, November, page 152.  
**Endorse a Product and Get a Discount**, Donald E. Krist, CAE, August, page 112.  
**How to Store Your Information**, Karen B. Levitan, June, page 124.  
**Immediate Response System Builds Member Support**, Robert P. Starnes, March, page 182.  
**Jigsaw Puzzle Adds Pizzazz to Promotion**, John M. Crawford, CAE, July, page 138.  
**Past President's Council Keeps Expertise on Tap**, John E. Bomher, September, page 240.  
**Silent Partner Program Offers Members Confidential Support**, Denny L. Ramey, CAE, October, page 122.  
**There's More Than One Way to Use Slides**, William D. Brouse, February, page 160.  
**To Improve Board Meetings, Use Three Agendas**, John H. Dickason, CAE, April, page 118.  
**Ugly Letterhead Speeds Up Board Responses**, Bill Weaver, CAE, January, page 120.

## INSURANCE

**Association Captive Provides Members With Affordable Liability Insurance**, John Bessey, January, page 51.  
**Protect Your Directors, Officers From Liability**, Richard Fierstein, January, page 75.  
**Why We Formed a Reciprocal Insurance Company**, Bill Weaver, CAE, October, page 87.

## INTERVIEWS

**"ASAE Is Ready to Fly:" An Interview With New ASAE Chairman of the Board John N. Bailey**, CAE, Margo Vanover Porter, October, page 75.

**Communicating the Word According to Reagan, An Interview With Mary Jo Jacobi, Special Assistant to the President for Public Liaison, Jonathan Walters, September, page 85.**

**IRS: Benevolent Guide or Antagonist?, The, An Interview With Joseph A. Tedesco, Director, Exempt Organizations Division, Jonathan Walters, May, page 85.**

**"Postal Service Wants Your Business, The" An Interview With Postmaster General William F. Bolger, Hugh B. Vickery III, June, page 63.**

**Ramblings With Art Buchwald, Margo Vanover Porter, January, page 65.**

**"Success Is Never Neutral," An Interview With Psychologist Marilyn Machlowitz, Hugh B. Vickery III, November, page 53.**

## LEGAL

**Association Services: Can You Legally Say No to Nonmembers?, Arthur L. Herold, February, page 71.**

**Association Standards: How to Avoid Charges of Negligence, Elroy H. Wolff and Linda S. Peterson, May, page 148.**

**Can An Association Uphold a Code of Ethics in the Eighties?, Jonathan Walters, October, page 62.**

**Don't Ignore Commercial Law, George D. Webster, December, page 39.**

**For What Activities Can Your Officers and Directors Be Held Liable?, George D. Webster, October, page 53.**

**GSA Clarifies Regulations on Meetings With Government Officials, George D. Webster, June, page 51.**

**Guiding Your Association Through a Merger, George D. Webster, January, page 27.**

**How to Build Safeguards Into Your Standard-Setting Program, Kim A. Zeitlin, January, page 79.**

**How to Oust an Association Board Member or Officer, George D. Webster, July, page 45.**

**How to Prevent Fraud in a Small Association, Robert N. Gray, September, page 127.**

**How to Work With For-Profit Partners, George D. Webster, September, page 65.**

**OMB Considers Changes in Statutes Covering Nonprofit Lobbying, George D. Webster, May, page 69.**

**What Are the Lobbying Limits on 501(c)(6) and 501(c)(3) Groups?, George D. Webster, February, page 39.**

**What Is the Bottom Line on Taxation of Trade Shows?, George D. Webster, November, page 41.**

**What Legal Aid Can You Offer Members?, George D. Webster, April, page 47.**

**When Can a National Association Be Held Liable for Its Chapters' Actions?, George D. Webster, August, page 45.**

**When Should an Association Executive Defer Compensation?, George D. Webster, March, page 39.**

**Why Your Association Needs Legal Counsel, Robert Auerbach, March, page 93.**

## MEETINGS AND CONVENTIONS

**Answering Exhibitors' Questions Before They're Asked, Wayne H. Gross, December, page 170.**

**Associations Try Teleconferencing, Paul E. Gillette, October, page 95.**

**Convention Management: Sharing the Legwork and the Limelight With Chapters, Jonathan Walters, December, page 47.**

**Convention Manual Eliminates Guesswork, Rose Ann C. Fraistat, December, page 149.**

**Educational Programming Alternatives, Sandra R. Sabo, September, page 77.**

**How to Buy . . . A Pre- or Post-Convention Tour for Your Members, August, page 102.**

**How to Draw a Crowd at Your Next Convention, Hal Copeland, February, page 83.**

**How to Lure and Land Trade Show Exhibitors, Jonathan Walters, February, page 49.**

**"Ladies and Gentlemen . . . The President of the United States," Hugh B. Vickery III, April, page 63.**

**Major Meetings Survey Shows Attendance Stays Steady but Expenses Soar, Sandra R. Sabo, March, page 75.**

**Managing Small Meetings, Lyn Harris, April, page 95.**

**Selling Show Space With an Exhibitor Brochure, John M. Crawford, CAE, February, page 67.**

**Taping Your Meetings on a Low Budget, Bill L. Johnson, March, page 107.**

**There's No Such Thing as a Free Speaker . . . Or Is There?, Sandra R. Sabo, April, page 83.**

**What Is the Bottom Line on Taxation of Trade Shows?, George D. Webster, November, page 41.**

## MEMBERSHIP

**To Increase Membership, Find Out What Members Want, William G. Nickels, August, page 83.**

**What Are Your Limits in Restricting Association Membership?, Malcolm D. MacArthur and Peter L. de la Cruz, April, page 91.**

**What Legal Aid Can You Offer Members?, George D. Webster, April, page 47.**

## OFFICE MANAGEMENT

**Ask 10 Questions When Leasing Office Space, David L. Ahner, June, page 81.**

**Cutting the Cost of Employee Benefits, Stephen M. Morris, June, page 75.**

**Don't Go to the Woodshed to Deal With Employee Problems, Robert J. Carroll, September, page 117.**

**Great Debate About Computer Services, The, Charles O. Rossotti, November, page 113.**

**How to Help a Troubled Employee, William Hoffer, March, page 69.**

**It Pays to Employ Interns, Roy E. Robinson, CAE, April, page 99.**

**What Would You Do: Promote From Within or Hire From the Outside?, O. Gordon Banks, CAE, August, page 79.**

**Why Our Computer Is Indispensable, Elaine Silver, September, page 139.**

## TRAVEL

**Exploring San Francisco, Martha Lee, July, page 99.**

**New Rule on Airline Ticket Sales: Will It Alter**

**Association Travel?, Gerard Paul, June, page 87.**

**Stress-Free Traveling Takes Preparation, Marta Hayden, June, page 99.**

**Washington Has It All, Martha Lee, January, page 70.**

## VOLUNTEERS

**Association Elections: Changing the Guard Isn't Always Routine, Jonathan Walters, June, page 57.**

**For What Activities Can Your Officers and Directors Be Held Liable?, George D. Webster, October, page 53.**

**How to Oust an Association Board Member or Officer, George D. Webster, July, page 45.**

**LEADERSHIP, Special Section in ASSOCIATION MANAGEMENT, December, page A1-70.**

**Protect Your Directors, Officers From Liability, Richard Fierstein, January, page 75.**

**Ugly Letterhead Speeds Up Board Responses, Bill Weaver, CAE, January, page 120.**

**Why the Balance of Power in Associations Is Changing, Thomas A. Shannon, September, page 121.**



# TITLE INDEX

- Answering Exhibitors' Questions Before They're Asked**, Wayne H. Gross, December, page 170.
- Are You a Risk Taker?**, Jonathan Walters, November, page 48.
- Are You Ready for Tomorrow?**, John N. Bailey, CAE, November, page 129.
- Art Buchwald Highlights Recognition Luncheon**, May, page 104.
- "ASAE Is Ready to Fly:" An Interview With New ASAE Chairman of the Board John N. Bailey, CAE**, Margo Vanover Porter, October, page 75.
- ASAE's Exhibit Hall Has It All**, November, page 71.
- ASAE's Spring Convention Connects 3,458 People**, May, page 92.
- ASAE Spring Convention Exhibitor's Listing**, March, page 119.
- Ask Members To Review Technical Publications**, Barbara J. Fatkin, May, page 180.
- Ask 10 Questions When Leasing Office Space**, David L. Ahner, June, page 81.
- Association Captive Provides Members With Affordable Liability Insurance**, John Bessey, January, page 51.
- Association Elections: Changing the Guard Isn't Always Routine**, Jonathan Walters, June, page 57.
- Association Merger Takes More Than Good Intentions and the Promise of Benefits**, An, Hugh B. Vickery III, January, page 37.
- Association Publications: Are They Muzzled by Management?**, Robert Amos Bassi, July, page 69.
- Association Recovery: Retracing the Steps**, An, David L. McMullen, CAE, September, page 103.
- Association Services: Can You Legally Say No to Nonmembers?**, Arthur L. Herold, February, page 71.
- Association Standards: How to Avoid Charges of Negligence**, Elroy H. Wolff and Linda S. Peterson, May, page 148.
- Associations Carve a Key Niche in Export Expansion**, Richard L. Barovick, April, page 69.
- Associations Try Teleconferencing**, Paul E. Gillette, October, page 95.
- Automatic Transfer Avoids Idle Funds**, Robert Brandenburg, November, page 152.
- Battle Won in Washington Saves the Savings Industry**, A, William B. O'Connell, December, page 128.
- "Being Fired Is No Big Thing,"** Peter Becker, April, page 86.
- Beware the Lock-Out Syndrome**, Robert H. Steel, CAE, June, page 101.
- Beyond the Typewriter: How to Develop a News Release**, Linda Ray Cochran, March, page 97.
- Can an Association Uphold a Code of Ethics in the Eighties?**, Jonathan Walters, October, page 62.
- Changing With the Times**, Hugh B. Vickery III, August, page 61.
- Communicating the Word According to Reagan, An Interview With Mary Jo Jacobi, Special Assistant to the President for Public Liaison**, Jonathan Walters, September, page 85.
- Competition Makes a Comeback**, William Friend, September, page 97.
- Connecting People: ASAE's Spring Convention & Exposition**, Sandra R. Sabo, January, page 60.
- Controlling an Audiovisual Production from Concept to Contract**, Betty Cox and Christine A. Radiske, July, page 105.
- Convention Bureaus Favor Cooperation Over Competition**, Sandra R. Sabo, October, page 81.
- Convention Management: Sharing the Legwork and the Limelight With Chapters**, Jonathan Walters, December, page 47.
- Convention Manual Eliminates Guesswork**, Rose Ann C. Fraistat, December, page 149.
- Cutting the Cost of Employee Benefits**, Stephen M. Morris, June, page 75.
- Devising a Safe Investment System That Beats Inflation**, Ronald A. Allen, CAE, August, page 89.
- "Don't Get Complacent . . ." and Other Management Maxims**, William D. Brouse, CAE, August, page 95.
- Don't Go to the Woodshed to Deal With Employee Problems**, Robert J. Carroll, September, page 117.
- Don't Ignore Commercial Law**, George D. Webster, December, page 39.
- Educational Programming Alternatives**, Sandra R. Sabo, September, page 77.
- Endorse a Product and Get a Discount**, Donald E. Krist, CAE, August, page 112.
- Enlightened Self-Interest Pays Off**, Hugh B. Vickery III, October, page 69.
- Environmental Scanning Detects Signals of Change**, William L. Renfro, November, page 140.
- Executive Spouses Examine Association Life**, Samuel B. Shapiro, CAE, February, page 79.
- Executives Choose from Record Number of Educational Sessions**, May, page 107.
- Exploring San Francisco**, Martha Lee, July, page 99.
- Films Can Project Your Association's Image**, James B. DeWitt, March, page 85.
- Financial Independence in the Future Takes Planning Today**, Kenneth R. Rouse, February, page 61.
- Flood of Immigrants Causes National Dilemma**, Edith Weiner and Arnold Brown, April, page 107.
- 43 Educational Sessions Spur Search for Excellence**, November, page 80.
- For What Activities Can Your Officers and Directors Be Held Liable?**, George D. Webster, October, page 53.
- Future Holds Fresh Challenges, Many Choices**, Kinsey B. Green, CAE, September, page 223.
- Golf, Video Games, Sandcastles Entice Executives Into Exhibit Hall**, May, page 100.
- Government Relations, California Style**, Henry M. Shine, Jr., February, page 75.
- Great Debate About Computer Services**, The, Charles O. Rossotti, November, page 113.
- GSA Clarifies Regulations on Meetings With Government Officials**, George D. Webster, June, page 51.
- Guiding Your Association Through a Merger**, George D. Webster, January, page 27.
- Have Associations Sold the Long Term Short?**, William Friend, November, page 59.
- Help Employees Save With a Cash Deferred Plan**, Keith Swenson, August, page 74.
- How Do You Perceive Time?**, William Hoffer, January, page 57.
- How to Build Safeguards Into Your Standard-Setting Program**, Kim A. Zeitlin, January, page 79.
- How to Buy . . . A Dental Insurance Policy**, October, page 111.
- How to Buy . . . A Pre- or Post-Convention Tour for Your Members**, August, page 105.
- How to Buy . . . A Word Processing System**, Therese A. Monaghan, February, page 142.

**How to Buy . . . Cassette Recording Services**, December, page 160.

**How to Buy . . . Express Package-Delivery Services**, January, page 101.

**How to Buy . . . Ground-Freight Shipping Services**, Robert L. Guillen, November, page 135.

**How to Buy . . . Music to Swing Your Convention**, June, page 109.

**How to Buy . . . Professional Liability Insurance For Your Members**, Diana S. Piersanti, May, page 165.

**How to Buy . . . Security for Your Exposition**, September, page 215.

**How to Buy . . . Stationery for Your Office**, March, page 161.

**How to Buy . . . The Services of a Meeting Management Consultant**, July, page 121.

**How to Buy . . . The Services of an Independent Auditor**, April, page 104.

**How to Draw a Crowd at Your Next Convention**, Hal Copeland, February, page 83.

**How to Help a Troubled Employee**, William Hoffer, March, page 69.

**How to Lure and Land Trade Show Exhibitors**, Jonathan Walters, February, page 49.

**How to Oust an Association Board Member or Officer**, George D. Webster, July, page 45.

**How to Prevent Fraud in a Small Association**, Robert N. Gray, September, page 127.

**How to Store Your Information**, Karen B. Levitan, June, page 124.

**How to Work With For-Profit Partners**, George D. Webster, September, page 65.

**How We Got Out of Debt**, Ann M. Walk, June, page 95.

**How Will You Cope With the Workers of the 80s?**, James S. Packer, CAE, July, page 126.

**How Your Association Can Help With Your Personal Financial Planning**, Richard D. Rooney, October, page 91.

**"I Dare You to Seek Greatness,"** Kinsey B. Green, CAE, February, page 131.

**Immediate Response System Builds Member Support**, Robert P. Starnes, March, page 182.

**IRS: Benevolent Guide or Antagonist?**, The, Jonathan Walters, May, page 85.

**Is a Sabbatical for You?**, Hugh B. Vickery III, February, page 55.

**Is Being Fired Such a Tragedy?**, Hugh B. Vickery III, September, page 71.

**Issues Management Gives Punch to Political Advocacy**, Jerald A. Jacobs, November, page 119.

**It Pays to Employ Interns**, Roy E. Robinson, CAE, April, page 99.

**It's the Press. There's a Crisis. What Now?**, Hugh B. Vickery III, March, page 46.

**"It Was the Worst Mistake I Ever Made,"** June Stafford and Hugh B. Vickery III, July, page 61.

**Jigsaw Puzzle Adds Pizzazz to Promotion**, John M. Crawford, CAE, July, page 138.

**Keep Your Finger on Your Association's Pulse: Conduct an Attitude Audit**, William Dalton, CAE, March, page 103.

**Key Award Winners Look to the Future**, Jonathan Walters, August, page 53.

**Ladies and Gentlemen . . . The President of the United States**, Hugh B. Vickery III, April, page 63.

**LEADERSHIP, Special Section in ASSOCIATION MANAGEMENT**, December, page A1-70.

**Let's Clear the Air About Public Service Announcements**, Jack McGuire, December, page 143.

**Living in the Shadow of The Baby Boom**, Edith Weiner and Arnold Brown, March, page 165.

**Low-Cost Marketing Techniques Can Result in High-Volume Sales**, Fay Lebowitz, August, page 87.

**Major Meeting Survey Shows Attendance Stays Steady but Expenses Soar**, Sandra R. Sabo, March, page 75.

**Making Investments Work for Your Association**, Robert S. Hanes, CAE, May, page 137.

**Managing Small Meetings**, Lyn Harris, April, page 95.

**Minorities to Assume Political, Social, Economic Clout**, Edith Weiner and Arnold Brown, February, page 148.

**Multiply Your Clout With a Grassroots Lobbying Network**, Jonathan Walters, April, page 56.

**New Rule on Airline Ticket Sales: Will It Alter Association Travel?**, Gerard Paul, June, page 87.

**1950s Baby Boom Echoes in the 1980s**, Edith Weiner and Arnold Brown, May, page 171.

**1982 Article Index**, January, page 83.

**1982 Key Award Winners: They Thrive on Challenge**, Jonathan Walters, January, page 43.

**1983 ASAE Annual Meeting Exhibitors' Listing**, September, page 157.

**Ohio Realtors Spell Success: C-O-A-L-I-T-I-O-N**, Almon R. Smith, CAE, July, page 85.

**Older Generation Adopts New Lifestyle**, Edith Weiner and Arnold Brown, January, page 105.

**OMB Considers Changes in Statutes Covering Nonprofit Lobbying**, George D. Webster, May, page 69.

**Opening Session Explores Association's Future Role**, May, page 96.

**Opening Session Features Virtuoso Performances**, November, page 68.

**PACs: Do They Buy Votes or Support a Point of View?**, Jonathan Walters, July, page 51.

**Party Line Returns, The**, Tom Jenkins, February, page 87.

**Past Presidents' Council Keeps Expertise on Tap**, John E. Bomher, September, page 240.

**Personal Evaluation Can Lead to Management Success**, Margaret "Judy" Glos, CAE, September, page 151.

**Personal Packaging: A Look at the New Image Makers**, William Friend, April, page 77.

**"The Postal Service Wants Your Business," An Interview With Postmaster General William F. Bolger**, Hugh B. Vickery III, June, page 63.

**Practice What You Preach**, Mike Welch, March, page 111.

**Professional Societies Earn High Marks From Members**, Eric C. Johnson, December, page 135.

**Protect Your Directors, Officers from Liability**, Richard Fierstein, January, page 75.

**Rain, Sleet, Hail Cannot Stop Electronic Mail**, Thomas B. Cross, November, page 123.

**Ramblings With Art Buchwald**, Margo Vanover Porter, January, page 45.

**Recording Dues Income on an Interim Basis**, Ronald R. Kovener, CAE, March, page 81.

**San Francisco Show Captures 4,283 Hearts**, November, page 64.

**Search for Excellence in San Francisco**, Sandra R. Sabo, July, page 93.

**Second General Session Sparks Communication Debate**, May, page 98.

**Selling Show Space With an Exhibitor Brochure**, John M. Crawford, CAE, February, page 67.

**Selling Your Ideas to Different People**, Anthony J. Alessandra and Jim Cathcart, September, page 109.

**Should You Try Book Publishing?**, John J. McKeon, July, page 77.

**Should You Launch a Satellite Office?**, Hugh B. Vickery III, May, page 77.

**Silent Partner Program Offers Members Confidential Support**, Denny L. Ramey, CAE, October, page 122.

**Social Events Feature High Art, Down-Home Music**, May, page 102.

**Speaking Out on Association Issues: Whose Role Is It?**, Jonathan Walters, March, page 53.

**Sports, Spirits, Tours Tantalize Executives**, November, page 75.

**Spreading the News By Film**, Betty Cox and Christine A. Radiske, December, page 141.

**Stress-Free Traveling Takes Preparation**, Marta Hayden, June, page 99.

**"Success Is Never Neutral," An Interview With Psychologist Marilyn Machlowitz**, Hugh B. Vickery III, November, page 53.

**Supplement Your Fund Raising With a Direct Mail Campaign**, James G. Aldige III, June, page 91.

**Swimming Helps Solve Executive Problems**, Roger S. Smith, July, page 113.

**Take a Cost-Effectiveness Inventory of Your Association**, William A. Harper, CAE, May, page 153.

**Taping Your Meetings on a Low Budget**, Bill L. Johnson, March, page 107.

**Team Up to Manage Change**, Robert F. Smith and Kerry Tucker, September, page 131.

**Ten Ways to Ensure Planning Failure**, Henry Ernstthal, CAE, December, page 153.

**To Improve Board Meetings, Use Three Agendas**, John H. Dickason, CAE, April, page 118.

**To Increase Membership, Find Out What Members Want**, William G. Nickels, August, page 83.

**There's More Than One Way to Use Slides**, William D. Brouse, CAE, February, page 160.

**There's No Such Thing as a Free Speaker . . . Or Is There?**, Sandra R. Sabo, April, page 83.

**Trade Legislation: Issues the 98th Congress Will Examine**, Harry W. Buzzard, Jr., CAE, and Lauren R. Howard, April, page 75.

**Turning Thumbs Down on Retirement**, William Friend, June, page 69.

**Ugly Letterhead Speeds Up Board Responses**, Bill Weaver, CAE, January, page 120.

**Washington Has It All**, Martha Lee, January, page 70.

**What Are the Lobbying Limits on 501(c)(6) and 501(c)(3) Groups?**, George D. Webster, February, page 39.

**What Are Your Limits in Restricting Association Membership?**, Malcolm D. MacArthur and Peter L. de la Cruz, April, page 91.

**What Is the Bottom Line on Taxation of Trade Shows?**, George D. Webster, November, page 41.

**What Legal Aid Can You Offer Members?**, George D. Webster, April, page 47.

**What Makes Top Executives Tick?**, December, page 123.

**What We Should Have Said Was . . .**, Mark S. Bacon, March, page 61.

**What Would You Do: Promote From Within or Hire From the Outside?**, O. Gordon Banks, CAE, August, page 79.

**When Can a National Association Be Held Liable for Its Chapters' Actions?**, George D. Webster, August, page 45.

**When Should an Association Executive Defer Compensation?**, George D. Webster, March, page 39.

**Why Our Computer Is Indispensable**, Elaine Silver, September, page 139.

**Why the Balance of Power in Associations Is Changing**, Thomas A. Shannon, September, page 121.

**Why We Formed a Reciprocal Insurance Company**, Bill Weaver, CAE, October, page 87.

**Why Your Association Needs Legal Counsel**, Robert Auerbach, March, page 93.

**Women Move into Executive Slots But Salaries Lag Behind**, Sue C. Priestland, August, page 65.

**Work/Learn Program Improves Image of Business**, Andrew G. Sharkey III, July, page 89.

**"You're On The Air,"** William Hoffer, September, page 91.

---

## AUTHOR INDEX

---

**Ahner, David L.**, Ask 10 Questions When Leasing Office Space, June, page 81.

**Aldige, James G., III**, Supplement Your Fund Raising With a Direct Mail Campaign, June, page 91.

**Alessandra, Anthony J. and Cathcart, Jim**, Selling Your Ideas to Different People, September, page 109.

**Allen, Ronald A., CAE**, Devising a Safe Investment System That Beats Inflation, August, page 89.

**Auerbach, Robert**, Why Your Association Needs Legal Counsel, March, page 93.

**Bacon, Mark S.**, What We Should Have Said Was . . . , March, page 61.

**Bailey, John N., CAE**, Are You Ready for Tomorrow?, November, page 129.

**Banks, O. Gordon, CAE**, What Would You Do: Promote From Within or Hire From the Outside?, August, page 79.

**Barovick, Richard L.**, Associations Carve a Key Niche in Export Expansion, April, page 69.

**Bassi, Robert Amos**, Association Publications: Are They Muzzled by Management?, July, page 69.

**Becker, Peter**, "Being Fired Is No Big Thing," April, page 86.

**Bessey, John**, Association Captive Provides Members With Affordable Liability Insurance, January, page 51.

**Bomher, John E.**, Past President's Council Keeps Expertise on Tap, September, page 240.

**Brandenburg, Robert**, Automatic Transfer Avoids Idle Funds, November, page 152.

**Brouse, William D., CAE**, "Don't Get Complacent . . ." and Other Management Maxims, August, page 95.

**Brouse, William D., CAE**, There's More Than One Way to Use Slides, February, page 160.

**Brown, Arnold and Weiner, Edith**, Flood of Immigrants Causes National Dilemma, April, page 107.

**Brown, Arnold and Weiner, Edith**, Living in the Shadow of the Baby Boom, March, page 165.

**Brown, Arnold and Weiner, Edith**, Minorities to Assume Political, Social, Economic Clout, February, page 148.

**Brown, Arnold and Weiner, Edith**, 1950s Baby Boom Echoes in the 1980s, May, page 171.

**Brown, Arnold and Weiner, Edith**, Older Generation Adopts New Lifestyle, January, page 105.

**Buzzard, Harry W., Jr., CAE, and Howard, Lauren R.**, Trade Legislation: Issues the 98th Congress Will Examine, April, page 75.

**Carroll, Robert J.**, Don't Go to the Woodshed to Deal With Employee Problems, September, page 117.

**Cathcart, Jim and Alessandra, Anthony J.**, Selling Your Ideas to Different People, September, page 109.

**Cochran, Linda Ray**, Beyond the Typewriter: How to Develop a News Release, March, page 97.



- Copeland, Hal**, How to Draw a Crowd at Your Next Convention, February, page 83.
- Cox, Betty and Radiske, Christine A.**, Controlling an Audiovisual Production from Concept to Contract, July, page 105.
- Cox, Betty and Radiske, Christine A.**, Spreading the News by Film, December, page 141.
- Crawford, John M., CAE**, Jigsaw Puzzle Adds Pizzazz to Promotion, July, page 138.
- Crawford, John M., CAE**, Selling Show Space With an Exhibitor Brochure, February, page 67.
- Cross, Thomas B.**, Rain, Sleet, Hail Cannot Stop Electronic Mail, November, page 123.
- Dalton, William, CAE**, Keep Your Finger on Your Association's Pulse: Conduct an Attitude Audit, March, page 103.
- de la Cruz, Peter L. and MacArthur, Malcolm D.**, What Are Your Limits in Restricting Association Membership?, April, page 91.
- DeWitt, James B.**, Films Can Project Your Association's Image, March, page 85.
- Dickason, John H., CAE**, To Improve Board Meetings, Use Three Agendas, April, page 118.
- Ernstthal, Henry, CAE**, Ten Ways to Ensure Planning Failure, December, page 153.
- Fatkin, Barbara J.**, Ask Members to Review Technical Publications, May, page 180.
- Fierstein, Richard**, Protect Your Directors, Officers From Liability, January, page 75.
- Fraistat, Rose Ann C.**, Convention Manual Eliminates Guesswork, December, page 149.
- Friend, William**, Competition Makes a Comeback, September, page 97.
- Friend, William**, Have Associations Sold the Long Term Short?, November, page 59.
- Friend, William**, Personal Packaging: A Guide to the New Image Makers, April, page 77.
- Friend, William**, Turning Thumbs Down on Retirement, June, page 69.
- Gillette, Paul E.**, Associations Try Teleconferencing, October, page 95.
- Glos, Margaret "Judy."** Personal Evaluation Can Lead to Management Success, September, page 151.
- Gray, Robert N.**, How to Prevent Fraud in a Small Association, September, page 127.
- Green, Kinsey B., CAE**, Future Holds Fresh Challenges, Many Choices, September, page 223.
- Green, Kinsey B., CAE**, "I Dare You to Seek Greatness," February, page 131.
- Gross, Wayne H.**, Answering Exhibitors' Questions Before They're Asked, December, page 170.
- Guillen, Robert L.**, How to Buy . . . Ground-Freight Shipping Services, November, page 135.
- Hanes, Robert S., CAE**, Making Investments Work for Your Association, May, page 137.
- Harper, William A., CAE**, Take A Cost-Effectiveness Inventory of Your Association, May, page 153.
- Harris, Lyn**, Managing Small Meetings, April, page 95.
- Hayden, Marta**, Stress-Free Traveling Takes Preparation, June, page 99.
- Herold, Arthur L.**, Association Services: Can You Legally Say No to Nonmembers?, February, page 71.
- Hoffer, William**, How Do You Perceive Time?, January, page 57.
- Hoffer, William**, How to Help a Troubled Employee, March, page 69.
- Hoffer, William**, "You're On The Air," September, page 91.
- Howard, Lauren R. and Buzzerd, Harry W., Jr., CAE**, Trade Legislation: Issues the 98th Congress Will Examine, April, page 75.
- Jacobs, Jerald A.**, Issues Management Gives Punch to Political Advocacy, November, page 119.
- Jenkins, Tom**, The Party Line Returns, February, page 87.
- Johnson, Bill L.**, Taping Your Meetings on a Low Budget, March, page 107.
- Johnson, Eric C.**, Professional Societies Earn High Marks From Members, December, page 135.
- Kovener, Ronald R., CAE**, Recording Dues Income on an Interim Basis, March, page 81.
- Krist, Donald E., CAE**, Endorse a Product and Get a Discount, August, page 112.
- Lebowitz, Fay**, Low-Cost Marketing Techniques Can Result in High-Volume Sales, August, page 87.
- Lee, Martha**, Exploring San Francisco, July, page 99.
- Lee, Martha**, Washington Has It All, January, page 70.
- Levitani, Karen B.**, How to Store Your Information, June, page 124.
- MacArthur, Malcolm D. and de la Cruz, Peter L.**, What Are Your Limits in Restricting Association Membership?, April, page 91.
- McGuire, Jack**, Let's Clear the Air About Public Service Announcements, December, page 143.
- McKeon, John J.**, Should You Try Book Publishing?, July, page 77.
- McMullen, David L., CAE**, An Association Recovery: Retracing the Steps, September, page 103.
- Monaghan, Therese A.**, How to Buy . . . A Word Processing System, February, page 142.
- Morris, Stephen M.**, Cutting the Cost of Employee Benefits, June, page 75.
- Nickels, William G.**, To Increase Membership, Find Out What Members Want, August, page 83.
- O'Connell, William B.**, A Battle Won in Washington Saves the Savings Industry, December, page 128.
- Packer, James S., CAE**, How Will You Cope With Workers of the 80s?, July, page 126.
- Paul, Gerard**, New Rule on Airline Ticket Sales: Will It Alter Association Travel?, June, page 87.
- Peterson, Linda S. and Wolff, Elroy H.**, Association Standards: How to Avoid Charges of Negligence, May, page 148.
- Piersanti, Diana S.**, How to Buy . . . Professional Liability Insurance For Your Members, May, page 165.
- Porter, Margo Vanover**, "ASAE Is Ready to Fly:" An Interview With New ASAE Chairman of the Board John N. Bailey, CAE, October, page 75.
- Porter, Margo Vanover**, Ramblings with Art Buchwald, January, page 65.
- Priestland, Sue C.**, Women Move Into Executive Slots But Salaries Lag Behind, August, page 65.
- Radiske, Christine A. and Cox, Betty**, Controlling an Audiovisual Production from Concept to Contract, July, page 105.
- Radiske, Christine A. and Cox, Betty**, Spreading the News by Film, December, page 141.
- Ramey, Denny L.**, Silent Partner Program Offers Members Confidential Support, October, page 122.
- Renfro, William L.**, Environmental Scanning Detects Signals of Change, November, page 140.
- Robinson, Roy E., CAE**, It Pays to Employ Interns, April, page 99.



- Rooney, Richard D.**, How Your Association Can Help With Your Personal Financial Planning, October, page 91.
- Rossotti, Charles O.**, The Great Debate About Computer Services, November, page 113.
- Rouse, Kenneth R.**, Financial Independence in the Future Takes Planning Today, February, page 61.
- Sabo, Sandra R.**, Connecting People: ASAE's Spring Convention & Exposition, January, page 60.
- Sabo, Sandra R.**, Convention Bureaus Favor Cooperation Over Competition, October, page 81.
- Sabo, Sandra R.**, Educational Programming Alternatives, September, page 77.
- Sabo, Sandra R.**, Major Meetings Survey Shows Attendance Stays Steady but Expenses Soar, March, page 75.
- Sabo, Sandra R.**, Search for Excellence in San Francisco, July, page 93.
- Sabo, Sandra R.**, There's No Such Thing as a Free Speaker . . . Or Is There?, April, page 83.
- Shannon, Thomas A.**, Why the Balance of Power in Associations Is Changing, September, page 121.
- Shapiro, Samuel B., CAE**, Executive Spouses Examine Association Life, February, page 79.
- Sharkey, Andrew G., III**, Work/Learn Program Improves Image of Business, July, page 89.
- Shine, Henry M., Jr.**, Government Relations, California Style, February, page 75.
- Silver, Elaine**, Why Our Computer Is Indispensable, September, page 139.
- Smith, Almon R., CAE**, Ohio Realtors Spell Success: C-O-A-L-I-T-I-O-N, July, page 85.
- Smith, Robert F. and Tucker, Kerry**, Team Up to Manage Change, September, page 131.
- Smith, Roger S.**, Swimming Helps Solve Executive Problems, July, page 113.
- Stafford, June and Vickery, Hugh B., III**, "It Was the Worst Mistake I Ever Made," July, page 61.
- Starnes, Robert P.**, Immediate Response System Builds Member Support, March, page 182.
- Steel, Robert H., CAE**, Beware the Lock-Out Syndrome, June, page 101.
- Swenson, Keith**, Help Employees Save With a Cash Deferred Plan, August, page 74.
- Tucker, Kerry and Smith, Robert F.**, Team Up to Manage Change, September, page 131.
- Vickery, Hugh B., III**, An Association Merger Takes More Than Good Intentions and the Promise of Benefits, January, page 37.
- Vickery, Hugh B., III**, Changing With the Times, August, page 61.
- Vickery, Hugh B., III**, Enlightened Self-Interest Pays Off, October, page 69.
- Vickery, Hugh B., III**, Is a Sabbatical for You?, February, page 55.
- Vickery, Hugh B., III**, Is Being Fired Such a Tragedy?, September, page 71.
- Vickery, Hugh B., III**, It's the Press. There's a Crisis. What Now?, March, page 46.
- Vickery, Hugh B., III and Stafford, June**, "It Was the Worst Mistake I Ever Made," July, page 61.
- Vickery, Hugh B., III**, "Ladies and Gentlemen . . . The President of the United States," April, page 63.
- Vickery, Hugh B., III**, Should You Launch a Satellite Office?, May, page 77.
- Vickery, Hugh B., III**, "Success Is Never Neutral," An Interview With Psychologist Marilyn Machlowitz, November, page 53.
- Vickery, Hugh B., III**, "The Postal Service Wants Your Business," An Interview With Postmaster General William F. Bolger, June, page 63.
- Walk, Ann M.**, How We Got Out of Debt, June, page 95.
- Walters, Jonathan**, Are You a Risk Taker?, November, page 48.
- Walters, Jonathan**, Association Elections: Changing the Guard Isn't Always Routine, June, page 57.
- Walters, Jonathan**, Can an Association Uphold a Code of Ethics in the Eighties?, October, page 62.
- Walters, Jonathan**, Communicating the Word According to Reagan, An Interview With Mary Jo Jacobi, Special Assistant to the President for Public Liaison, September, page 85.
- Walters, Jonathan**, Convention Management: Sharing the Legwork and the Limelight With Chapters, December, page 47.
- Walters, Jonathan**, How to Lure and Land Trade Show Exhibitors, February, page 49.
- Walters, Jonathan**, Key Award Winners Look to the Future, August, page 53.
- Walters, Jonathan**, Multiply Your Clout With a Grassroots Lobbying Network, April, page 56.
- Walters, Jonathan**, 1982 Key Award Winners: They Thrive on Challenge, January, page 43.
- Walters, Jonathan, PACS**: Do They Buy Votes or Support a Point of View?, July, page 51.
- Walters, Jonathan**, Speaking out on Association Issues: Whose Role Is It?, March, page 53.
- Walters, Jonathan**, The IRS: Benevolent Guide or Antagonist?, May, page 85.
- Weaver, Bill, CAE**, Ugly Letterhead Speeds Up Board Responses, January, page 120.
- Weaver, Bill, CAE**, Why We Formed a Reciprocal Insurance Company, October, page 87.
- Webster, George D.**, Don't Ignore Commercial Law, December, page 39.
- Webster, George D.**, For What Activities Can Your Officers and Directors Be Held Liable?, October, page 53.
- Webster, George D.**, GSA Clarifies Regulations on Meetings With Government Officials, June, page 51.
- Webster, George D.**, Guiding Your Association Through a Merger, January, page 27.
- Webster, George D.**, How to Oust an Association Board Member or Officer, July, page 45.
- Webster, George D.**, How to Work With For-Profit Partners, September, page 65.
- Webster, George D.**, OMB Considers Changes in Statutes Covering Nonprofit Lobbying, May, page 69.
- Webster, George D.**, What Are the Lobbying Limits on 501(c)(6) and 501(c)(3) Groups?, February, page 39.
- Webster, George D.**, What Is the Bottom Line on Taxation of Trade Shows?, November, page 41.
- Webster, George D.**, What Legal Aid Can You Offer Members?, April, page 47.
- Webster, George D.**, When Can a National Association Be Held Liable for Its Chapters' Actions?, August, page 45.
- Webster, George D.**, When Should an Association Executive Defer Compensation?, March, page 39.
- Weiner, Edith and Brown, Arnold**, Flood of Immigrants Causes National Dilemma, April, page 107.
- Weiner, Edith and Brown, Arnold**, Living in the Shadow of the Baby Boom, March, page 165.
- Weiner, Edith and Brown, Arnold**, Minorities to Assume Political, Social, Economic Clout, February, page 148.
- Weiner, Edith and Brown, Arnold**, 1950s Baby Boom Echoes in the 1980s, May, page 171.
- Weiner, Edith and Brown, Arnold**, Older Generation Adopts New Lifestyle, January, page 105.
- Welch, Mike**, Practice What Your Preach, March, page 111.
- Wolff, Elroy H. and Peterson, Linda S.**, Association Standards: How to Avoid Charges of Negligence, May, page 148.
- Zeitlin, Kim A.**, How to Build Safeguards Into Your Standard-Setting Program, January, page 79.

L

3

I

